



DEPARTMENT OF VETERANS AFFAIRS
Regional Office
1240 East Ninth Street
Cleveland OH 44199

October 30, 2001

In Reply Refer To: 325/26
Information Letter 26-01-22

TO: All VA Lenders, SARs and Real Estate Sales Brokers Doing Business in Delaware, Indiana, Michigan, New Jersey, Ohio and Pennsylvania

SUBJ: 2002 VA Training Broadcasts for Program Participants

1. **PURPOSE.** To announce the schedule for the 2002 satellite training broadcasts for lenders and real estate sales personnel. These broadcasts are intended to supplement, but not replace, the training provided on the local level by all stations.

2. **BACKGROUND.** VA Loan Guaranty Service has scheduled five interactive televised training broadcasts for employees of lenders during 2002, and one broadcast for real estate sales personnel. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center. Attendees should make reservations (and learn the room where the broadcast may be viewed) by calling the contact person at the most convenient regional office. For those who have fast Internet connections and no firewall problems, these broadcasts will also be available in "streaming video" format over the Internet. For details regarding this viewing option, please watch for announcements on Loan Guaranty's website, www.homeloans.va.gov/L&S.htm. Since these seminars are interactive, all attendees will have the opportunity to ask questions.

3. **STUDENT MATERIALS.** Student handout materials for each broadcast will be available for download from Loan Guaranty's web page one week before each broadcast. Students who plan to attend a broadcast should download these materials and bring them to the broadcast. The web address is www.homeloans.va.gov/train.htm.

4. **SCHEDULE AND CONTENT OF BROADCASTS**

February 21, 2002 (12:00 noon – 2:00 p.m. Eastern Time) **Appraisals in the VA Home Loan Program.** This broadcast is for anyone interested in how VA Appraisals are ordered, processed, and underwritten.

- What's New?
- Property Eligibility
- Minimum Property Requirements
- Proposed Construction
- Appraisal Review Guidelines
- Common Problems and Concerns

March 20, 2002 (12:00 noon – 2:00 p.m. Eastern Time) **The VA Home Loan Program for Real Estate Professionals.** Thousands of real estate professionals are making money participating in VA's home loan program. Attend this session and find out how you can too.

- Increase your pool of potential customers.
- VA loans are fast & easy to process!
- Help America's vets obtain the dream of home ownership.

May 22, 2002 (12:00 noon - 2:00 p.m. Eastern Time) **Closing & Shipping VA Home Loans.** Attend this broadcast and save your company *time* and *money*:

- Obtain *accurate* LGCs *quickly*
- *Eliminate* the need for *status requests*
- Take the *anxiety* out of *Post Audits*

June 19, 2002 (12:00 noon – 2:00 p.m. Eastern Time) **Originating VA Home Loans.**

Want to improve your market share? Learn how you can do just that by speeding up your ability to explain and process VA mortgage loans. Topics to be covered include:

- Basics of Eligibility: What is eligibility? Who's eligible? How do I find out? What can a VA loan be used for?
- Pre-Qualification Basics: Credit & Income; Common Scenarios and Frequently Asked Questions
 - **Fees & Charges: What's allowable and what is not.**
- Property and the VA Appraisal: What is the purpose of the VA appraisal? What types of properties can be purchased?

July 17, 2002 (12:00 noon – 2:00 p.m. Eastern Time) **Underwriting VA Home Loans.**

It's *approved!* Tips and hints on mastering VA Credit Standards to arrive at well supported underwriting decisions quickly and efficiently.

- Problem credit cases
- Self employment
- Trailing spouses
- Grossing up
- Many other issues

September 18, 2002 (12:00 noon – 2:00 p.m. Eastern Time) **VA Loans for Newcomers.**

This broadcast is intended for those lender employees who are new to the mortgage loan business and are interested in learning the basics of the VA Home Loan Program. Subjects will include:

- Program Overview
- Property Eligibility
- Loan Processing
- Related Issues

5. List of Broadcast Locations in or near Delaware, Indiana, Michigan, New Jersey, Ohio, and Pennsylvania.

<u>VA Regional Office Address</u>	<u>Contact Name</u>	<u>Phone Number</u>
VA Regional Office 1240 E. 9 th Street Cleveland, OH 44199	Paulette Mack	(216) 522-3614
VA Regional Office 575 N. Pennsylvania St. Indianapolis, IN 46204	Wardah Bakr	(317) 226-7811
Philadelphia Regional Office & Insurance Center 5000 Wissahickon Ave. Philadelphia, PA 19144	Carole Harlow	(215) 842-2000, Extension 4590
VA Regional Office 477 Michigan Ave. Detroit, MI 48226	Carol Queen	(313) 226-4200 Extension 3531
VA Regional Office 20 Washington Pl. Newark NJ 07102	Delores Quarles	(973) 645-3404
VA Regional Office Moorhead Federal Office Building 1000 Liberty Avenue Pittsburgh PA 15222	Maureen Bolden	(412) 395-6985

6. Your interest and participation in our program is greatly appreciated.

/s/

JAMES L. BRUBAKER, JR.
Loan Guaranty Officer